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John Bel Edwards, Governor Shawn D. Wilson, Ph.D., Secretary Christopher P. Knotts, P.E., Chief Engineer

April 8, 2019

Mr. Charles W. Bolinger Division Administrator Federal Highway Administration 5304 Flanders Drive, Suite A Baton Rouge, LA 70808

SUBJECT: Sole Source Certification Letter for Research and Experimentation on a Limited Number of Louisiana Roadway Lighting Projects

Dear Mr. Bolinger:

In recent years, the technology in the roadway lighting industry has evolved quickly with the invention of "Smart" control and monitoring systems. These systems are purported to reduce operation and maintenance costs, and improve functionality by allowing the roadway lighting system to communicate through the internet to a remote (centralized) database. Maintenance items, such as burned out lights or downed poles, are instantly reported to the database and made available to the owner's maintenance personnel. This may result in quicker maintenance response times, reduced maintenance man-hours, and a reduced need to survey sites manually. Also, adjustments to the lighting control system can be made remotely, which could potentially save additional maintenance man-hours, and reduce utility costs due to better light management.

Before the Department starts generically specifying these systems in open bid projects, I believe it would be prudent to let a small number of experimental projects that would allow us to compare competing products, evaluate their functionality and effectiveness, and receive input from up to four different owners. Our in-house investigation has determined that the systems developed by "Eaton" and "Telensa" may provide the desired quality and functionality. It is, therefore, the Department's intent to sole source each of these systems on no more than two roadway lighting projects (no more than four total projects) in the next three years. Both Eaton and Telensa have agreed to provide training and product support during the experimentation period. Cost estimates for the first two projects show that the control and monitoring systems will add between three and five percent to the initial cost of the lighting system. It is our expectation that the operation and maintenance cost savings over the 25 year life of the lighting system will significantly exceed this initial expense.

Information on both the "Eaton" and the "Telensa" communication systems can be found attached to this letter.

In accordance with 23 CFR 635.411(a), the Department is authorized to certify this decision with the following statement:

Mr. Charles W. Bolinger April 8, 2019 Page | 2

I, Christopher P. Knotts, Chief Engineer of the Louisiana Department of Transportation and Development, do hereby certify in accordance with the requirements of 23 CFR 635.411(a)(3), that the roadway lighting control and monitoring systems developed by "Eaton" and "Telensa", and marketed under the names "Eaton ConnectWorks" and "Telensa Lighting Monitoring System" will each be sole source specified for use on no more than two Louisiana roadway lighting projects (no more than four total projects) within the next three years for the purpose of comparing and evaluating the effectiveness of this new roadway lighting communication technology.

This certification will be posted on the Department's website.

If you have any questions regarding this matter, please contact Stewart Hingle at (225) 379-1316.

Sincerely,

Christopher P. Knotts, P.E.

Chief Engineer

CPK:SPH:sph Attachments

c: Scott Nelson, FHWA





Agenda

- Intelligent Lighting System Components
- Street Lighting as a Sensor Platform
- Future Proofing Your Lighting Infrastructure
- Basic Hardware and ConnectAhead Pilot Program



Intelligent Lighting System Components



Eaton ConnectWorks Powered By CimCon

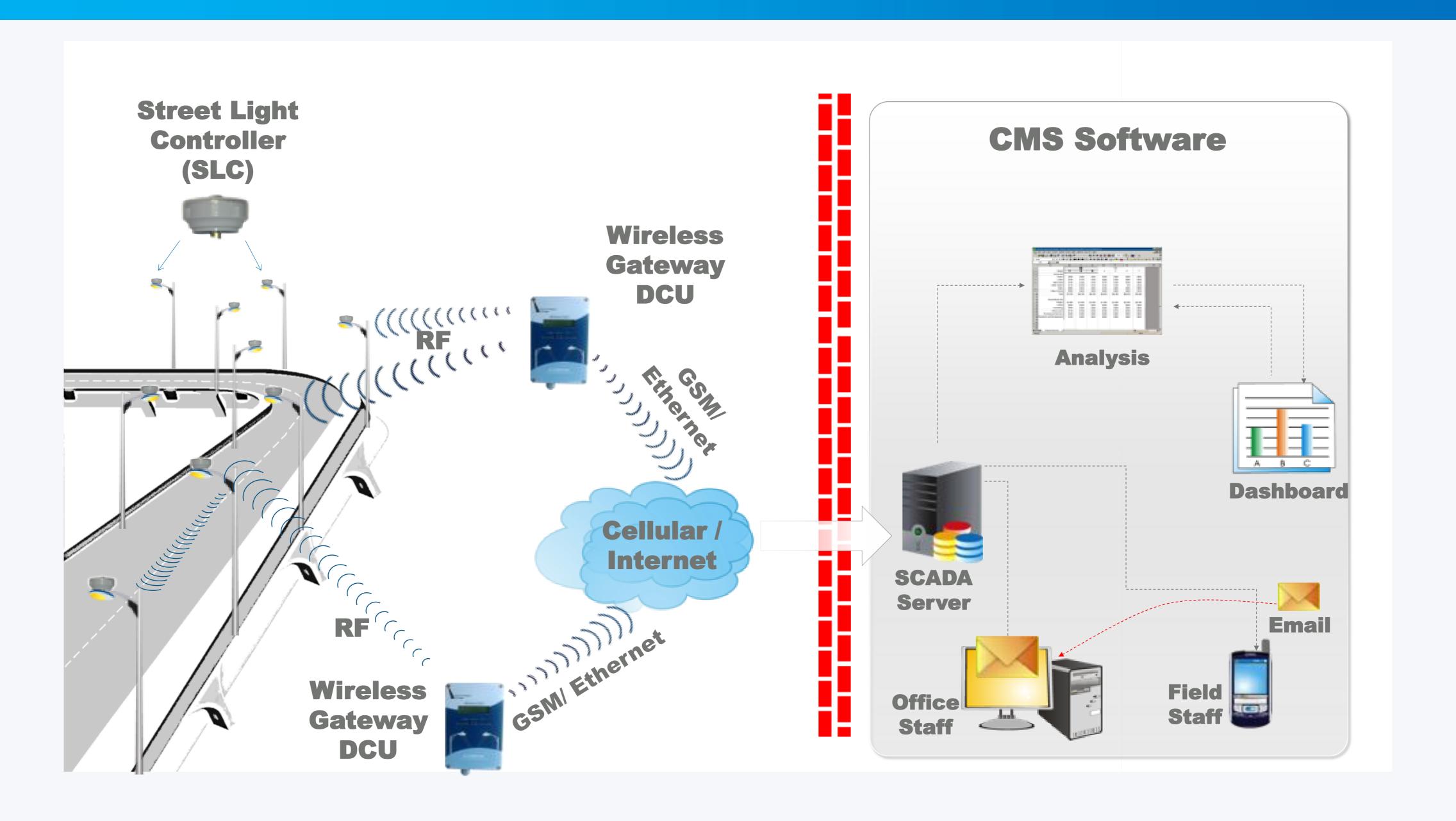


Technology - Scalable - Robust - Low Cost

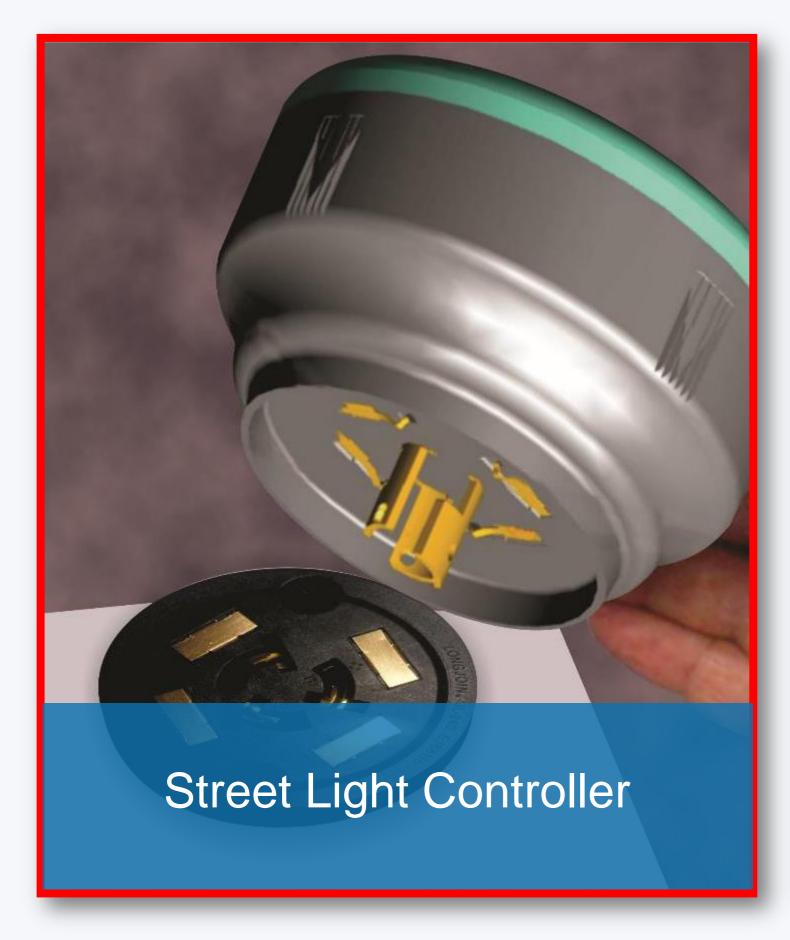
Eaton's ConnectWorks tackles today's challenges head-on. An intelligent, centralized wireless outdoor lighting management solution, ConnectWorks is designed to give owners the advantages of full system control.



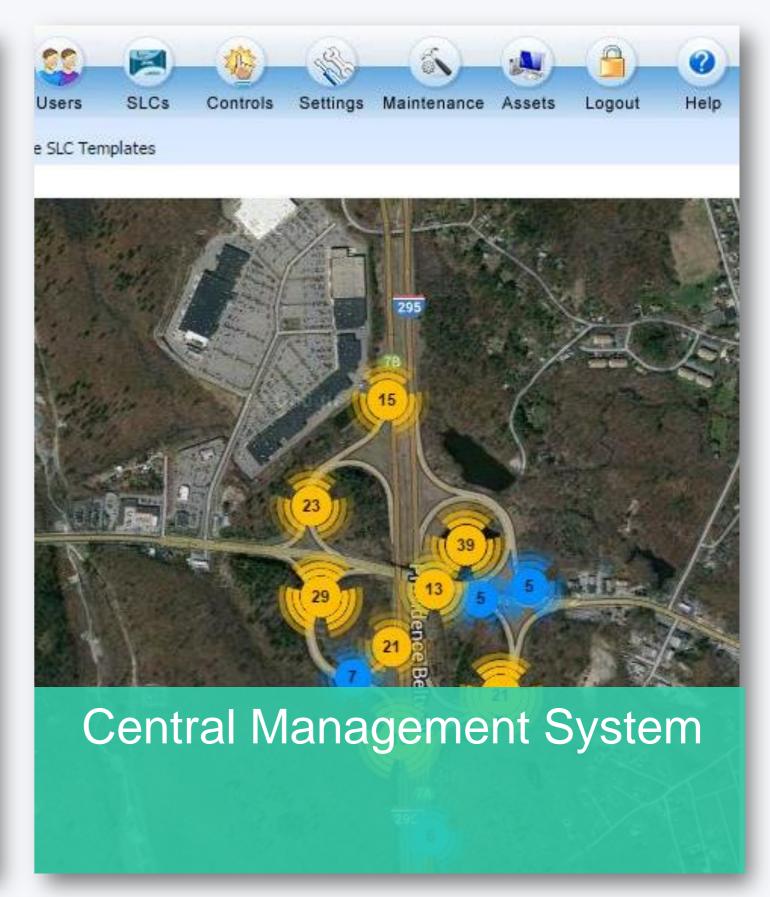
CONNECTWORKS Mesh Solution Architecture



WIRLESS TECHNOLOGY COMPONENTS









ANSI C136.41 Receptacle and NLC-Network Lighting Control "iSLC-Node"







ANSI 7-Pin wireless control nodes (plug & play)

Node 2.4GHz Zigbee wireless radio

Optional GPS capability

Power metering @ 2.0% standard, 0.5% optional

Tilt option detects falls and knockdowns

Includes a built in real time clock

Full support for added sensor inputs

Includes a built in photocell (480V unit astronomical clock)

Dimming interface (0-10V, PWM, DALI)

Microprocessor with non-volatile memory

Line-of-sight up to one mile, 500-1000 nodes per gateway

Silver Spring network radio compatible node available



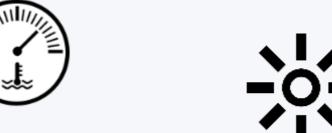


TODAY - INTELLIGENT CONTROLLER + NETWORK

GPS GPS capabilities reduce install errors, provide accurate location data and speed the deployment process.

Powering Business Worldwide

Power metering Highly accurate reports of energy usage are easily generated and groups of "virtual meters" can be easily created.



Adaptive Dimming Individual lights or groups of lights can be dimmed based on a programmable schedule or by events (such as motion sensors, noise sensors, traffic monitors, etc.).



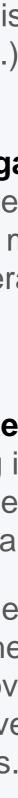
Self-organizing network

Controllers form a faulttolerant mesh network without any operator intervention.

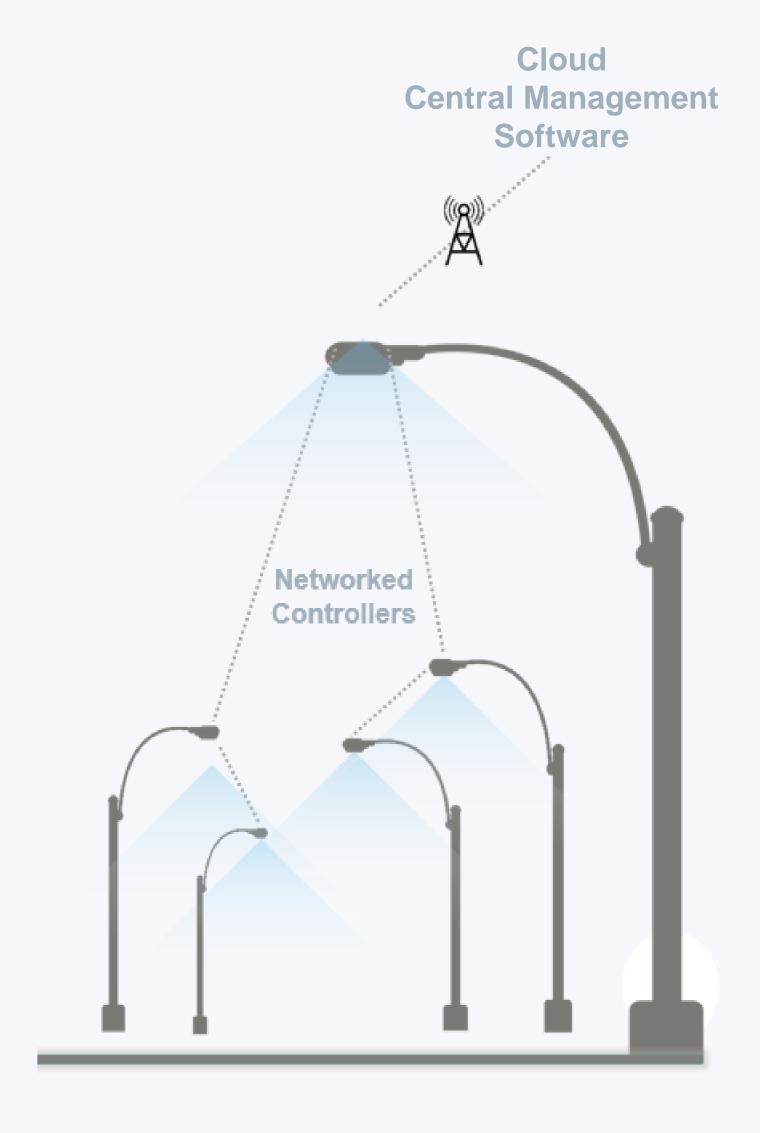


Sensor integration Digital and analog inputs enable the controller to interface with external sensors.

Photocell Enables the street lights to be operational the moment they are powered on. Provides redundant backup in the event of daylight weather changes.







GATEWAY

Ethernet, Cellular or WiFi connection to the Cloud.



Fault tolerant

Multiple connections to the cloud provide failover capabilities.

Easy to install

Average installation time of approximately 15 minutes.

Communicates to 1-1,000 node controllers

Communication Distance 5,000' between Gateway and Node.

Mesh Network: Node can talk to Node or Node to Gateway

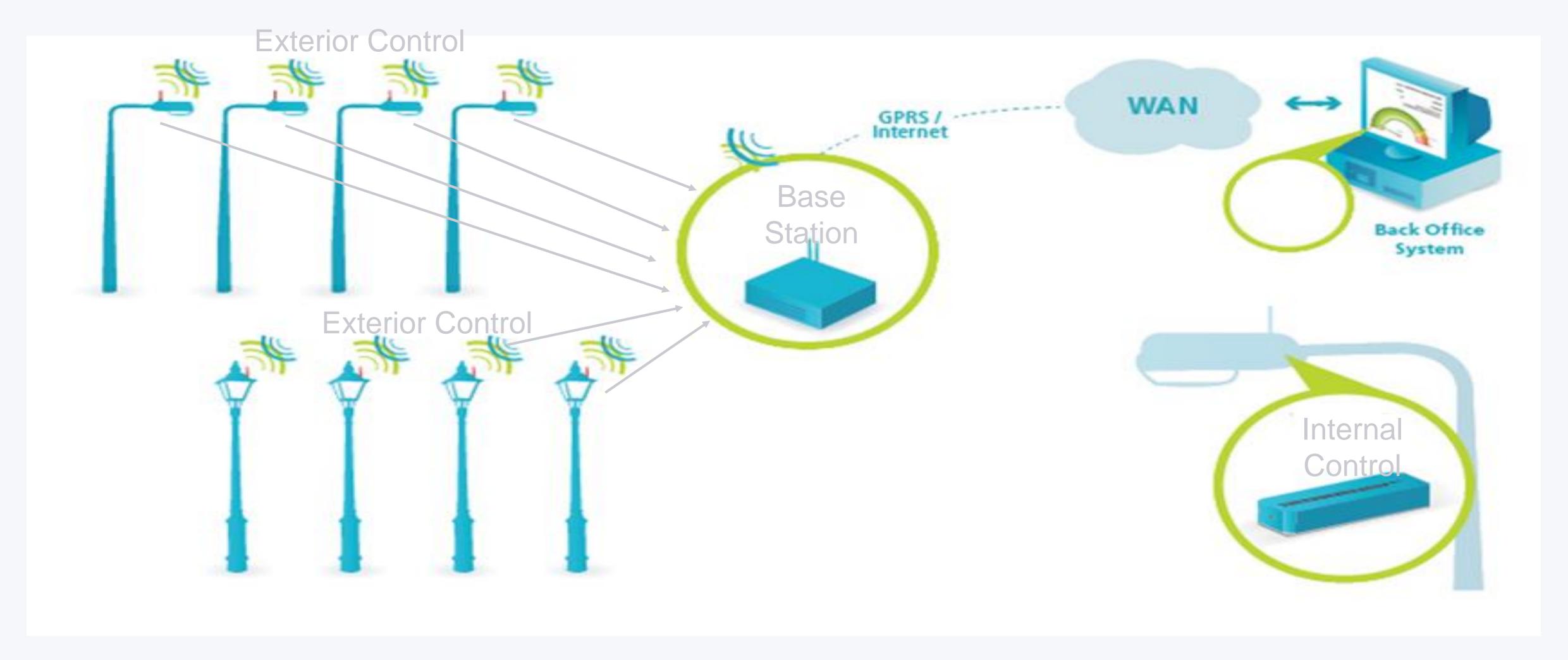
Install options

Pole or wall-mounted.

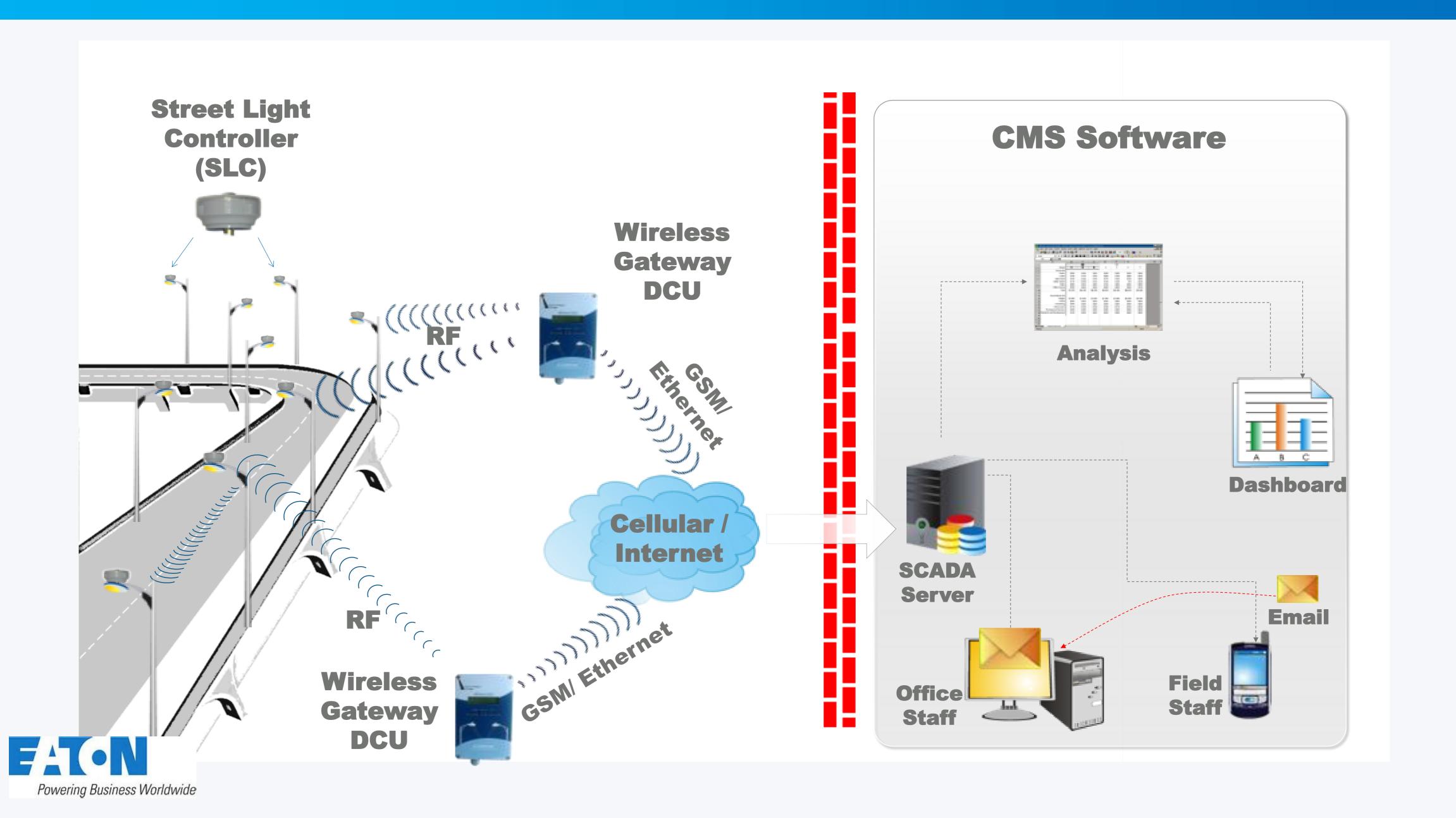




Star Network Solution Architecture

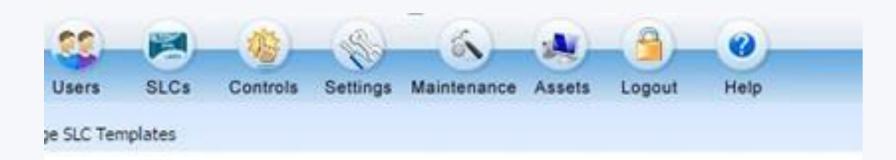


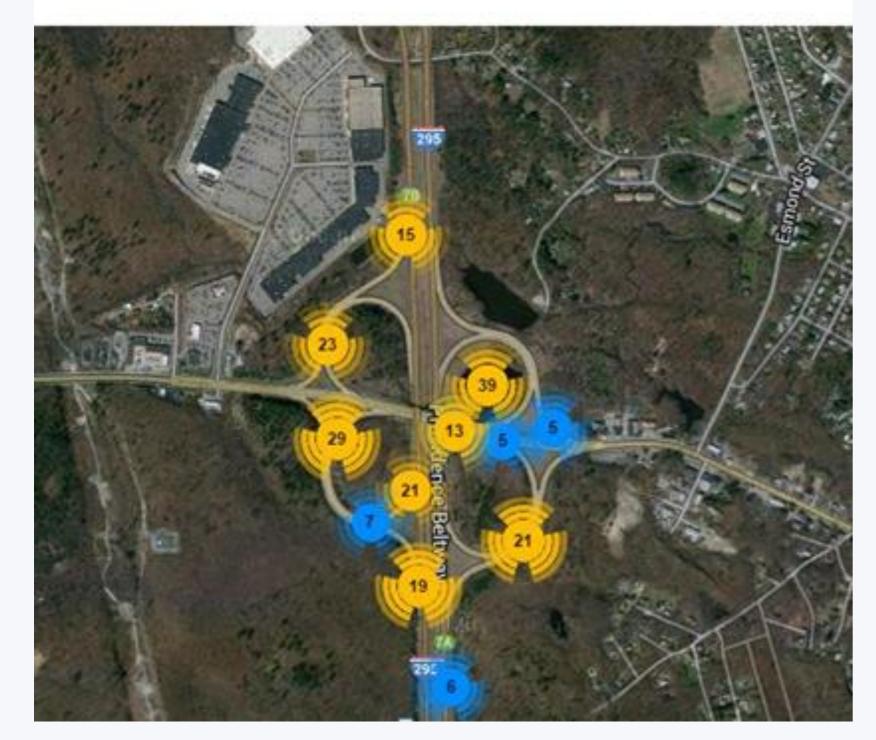
CONNECTWORKS Solution Architecture



CMS

Web-based, easy-to-use Central Management System.





Powering Business Worldwide

Google Maps Interface

Intuitive Google Maps interface for on/off/dimming, grouping and reporting.

Reports & Dashboards

Customizable reports and dashboards can be setup to run autonomously,

Adaptive Dimming Controls

Extensive scheduling capabilities enable complex adaptive dimming strategies to drive additional energy savings,

API Integration

A full suite of APIs enable integration with third-party applications,

eMail and Text Alerts

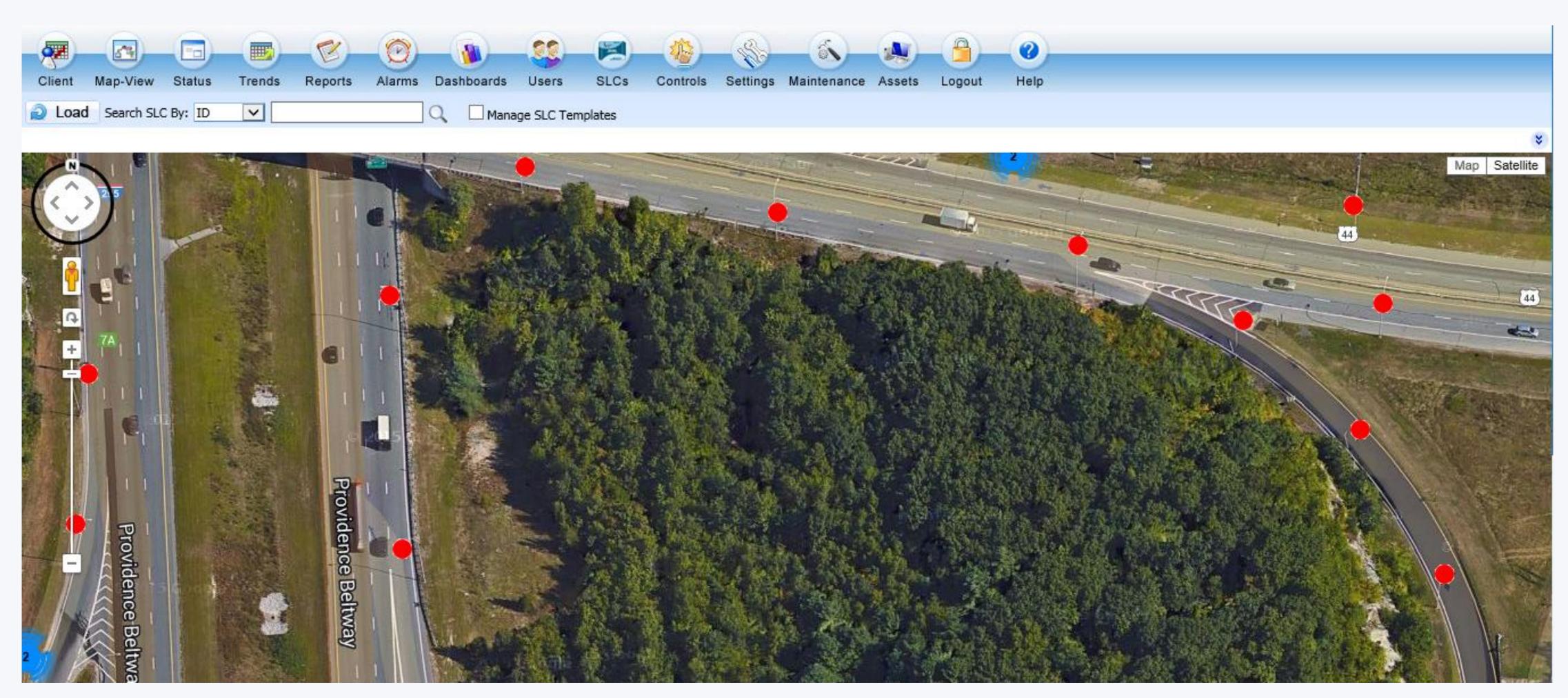
Alerts can be routed to the appropriate persons via email and texts.

Asset Management

A complete, customizable asset management module keeps track of all fixture and pole attributes and assets.

CMS

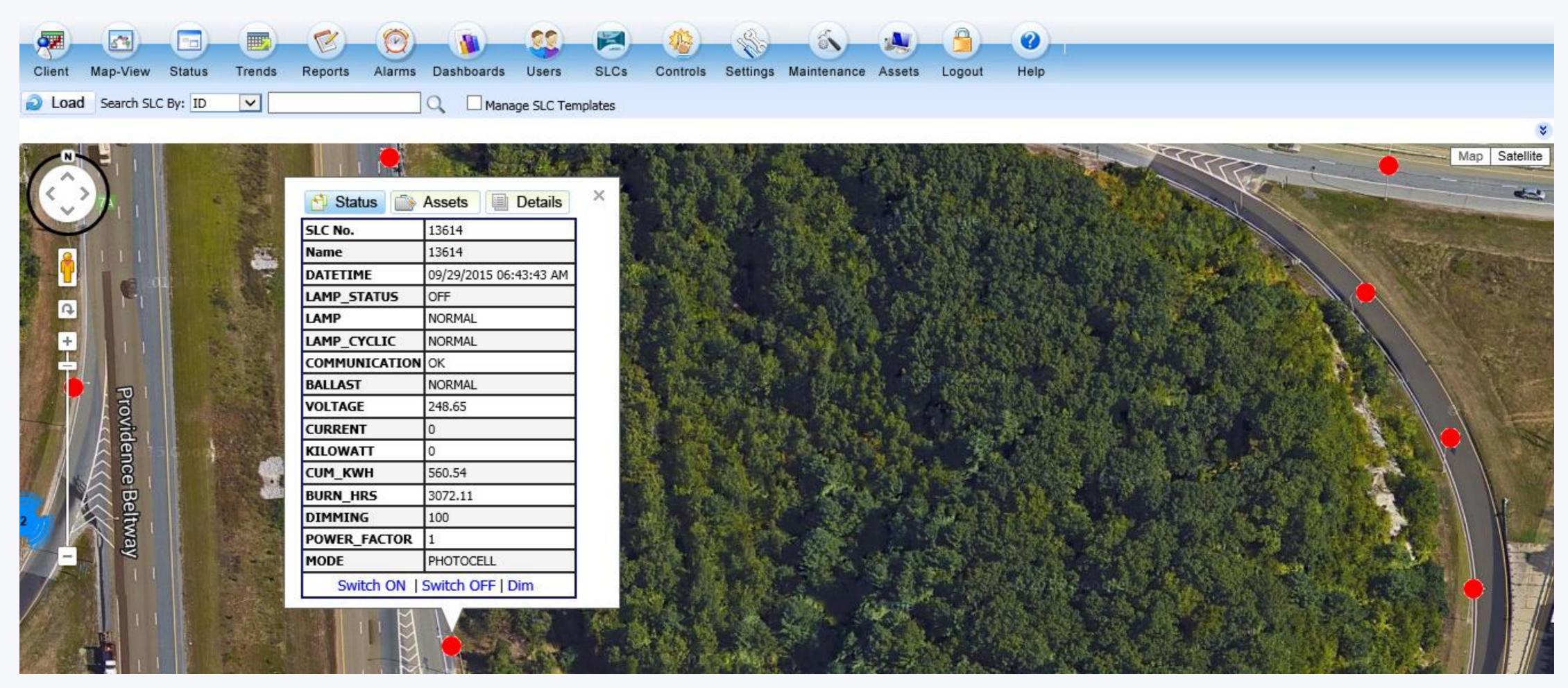
Easy-to-use Google Maps interface.





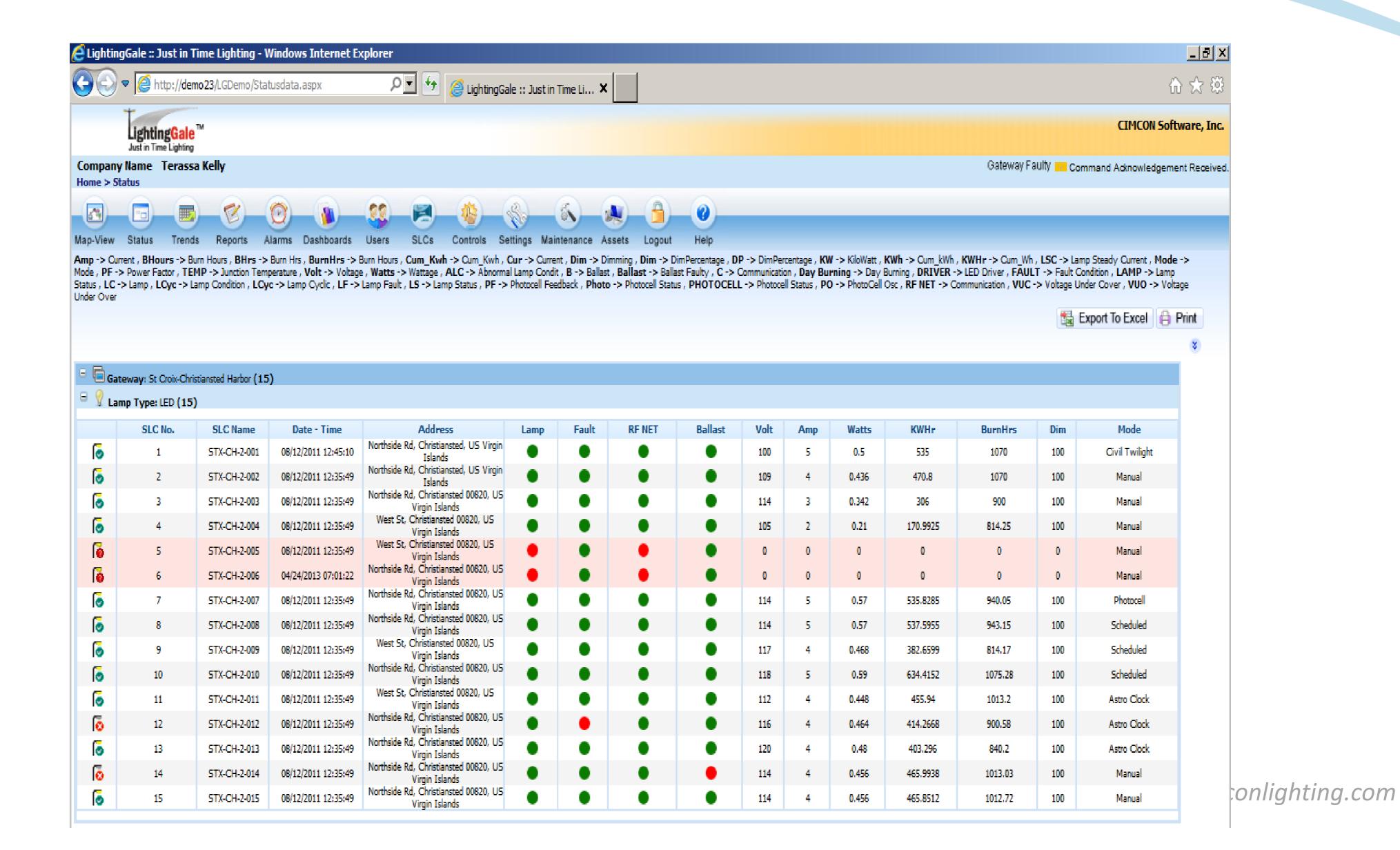
CMS

Easy-to-use Google Maps interface.



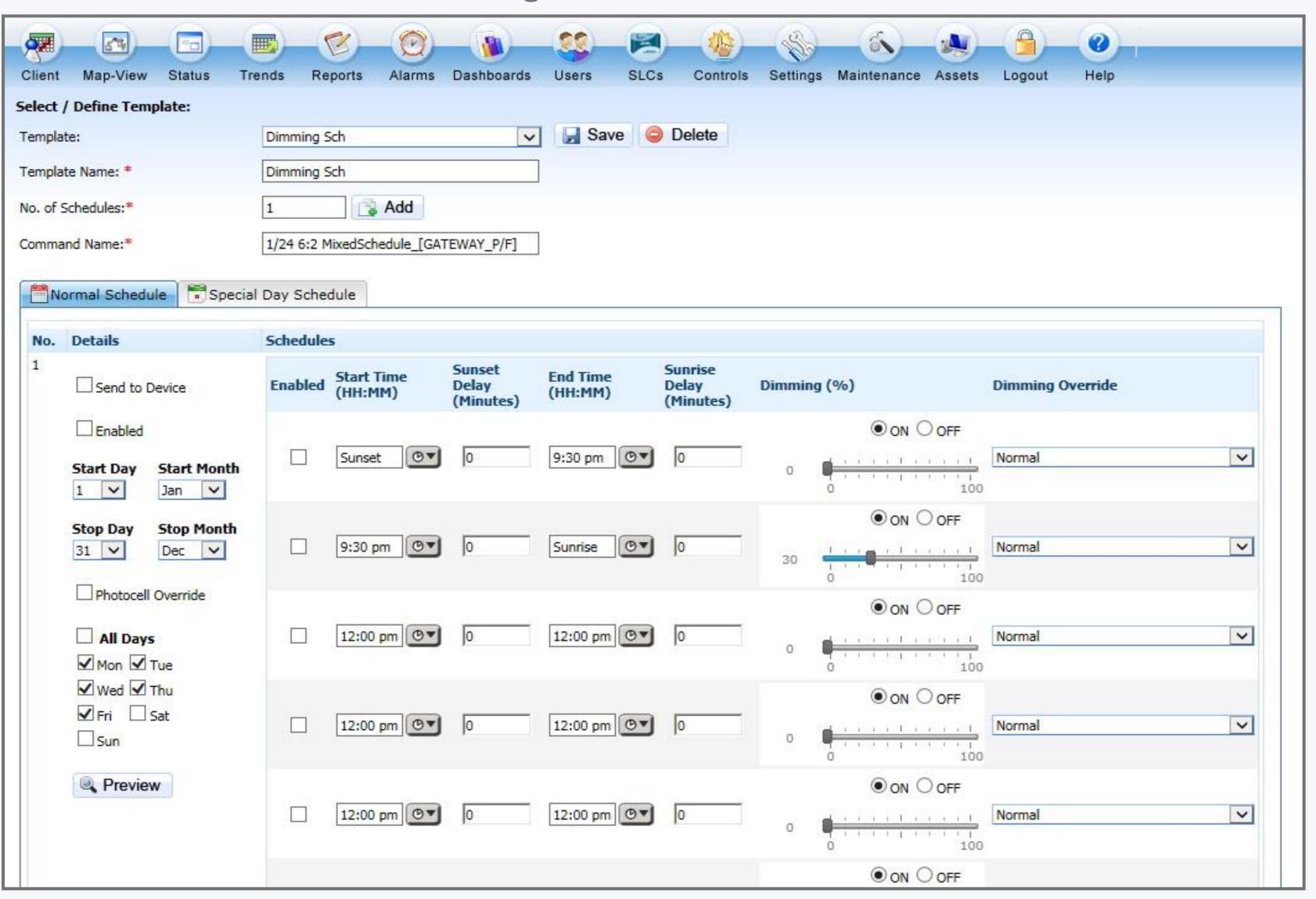


LightingGale CMS: Primary Dashboard



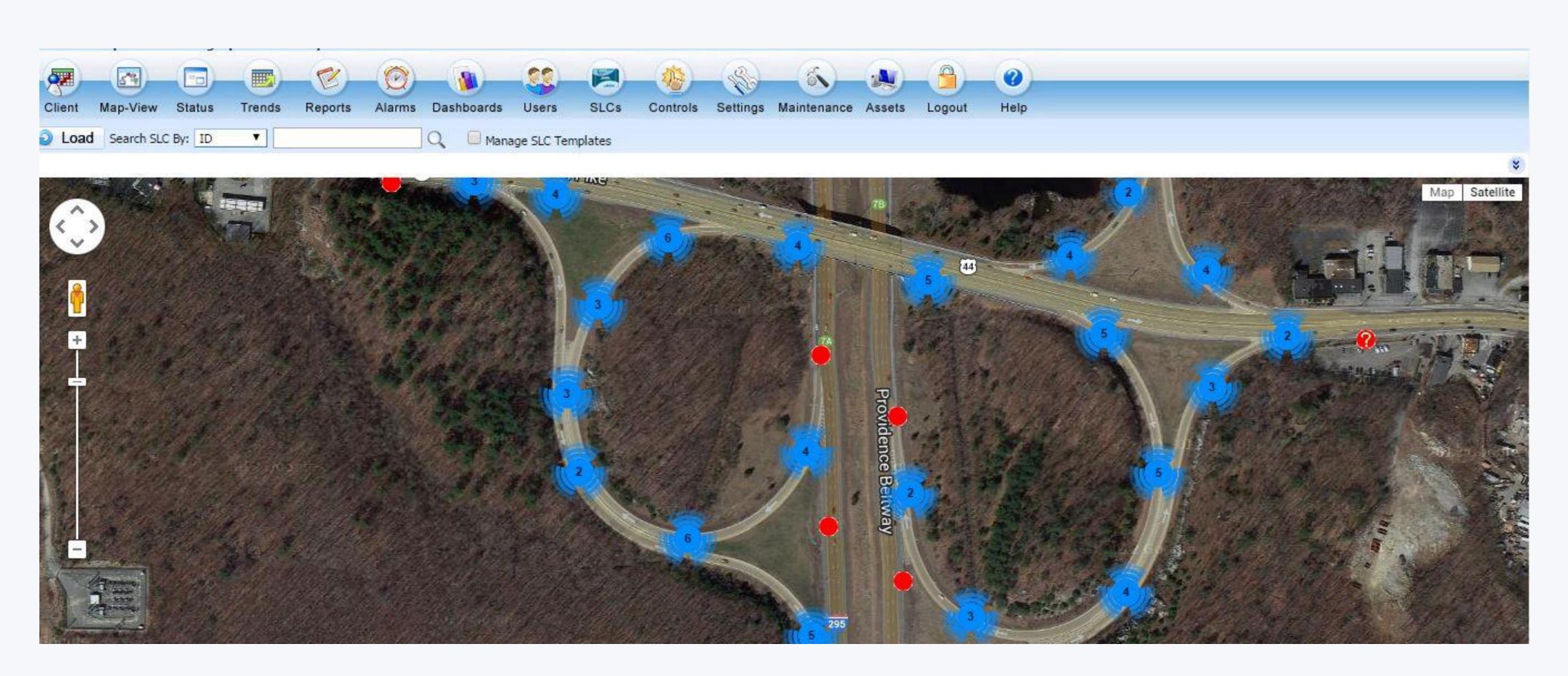
Energy Management

Time and Event based scheduling



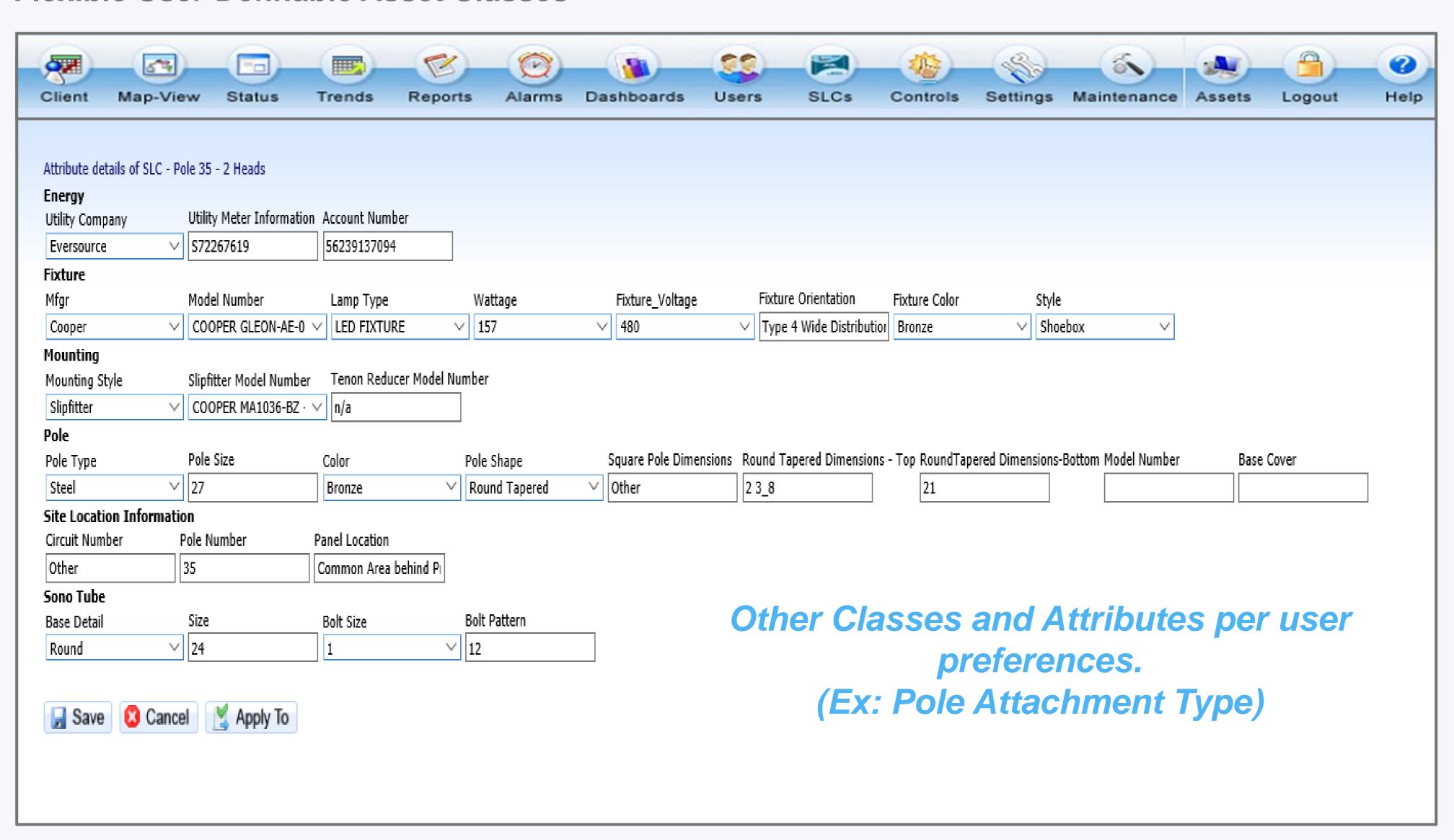
Inventory Management

GPS in each controller helps create/verify streetlight inventory and speeds installation rollout.



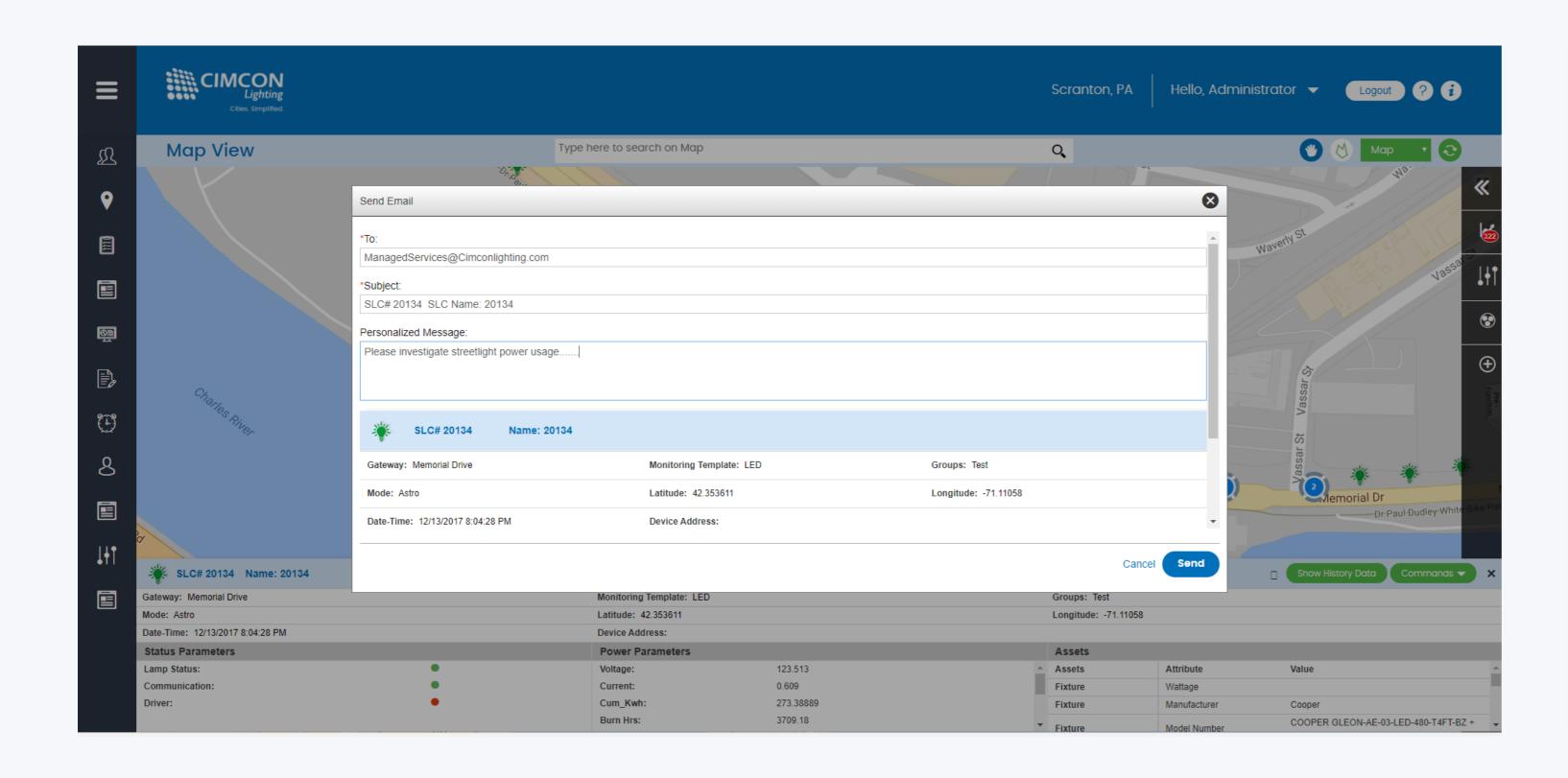
Asset Management

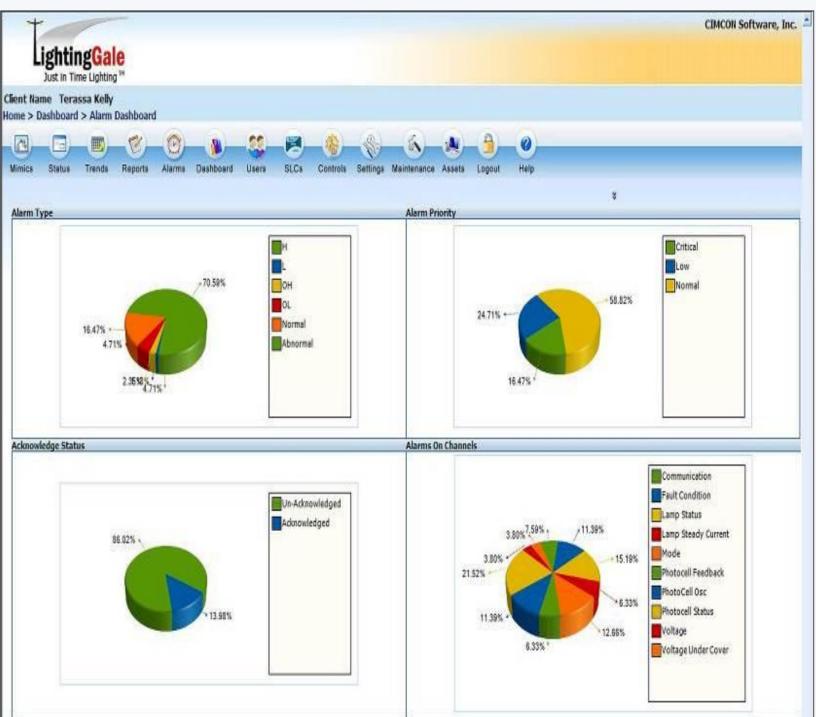
Flexible User-Definable Asset Classes



Real Time Alerts and Alarms

Text, email, and reports

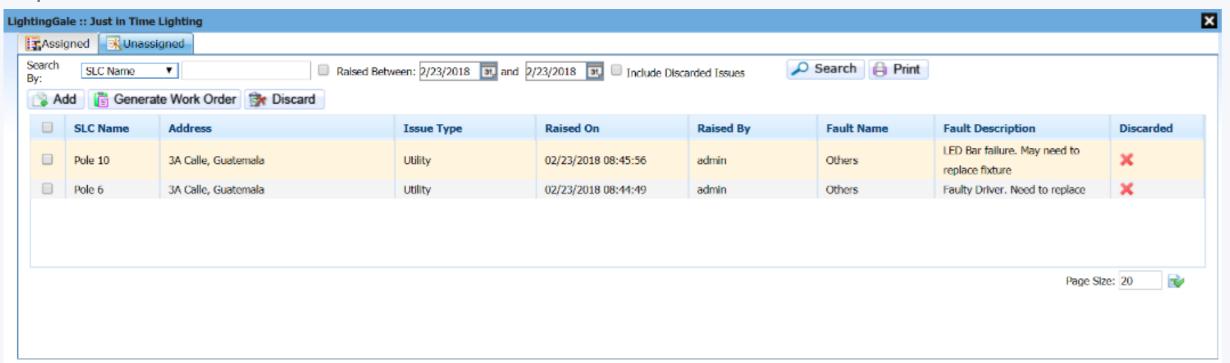




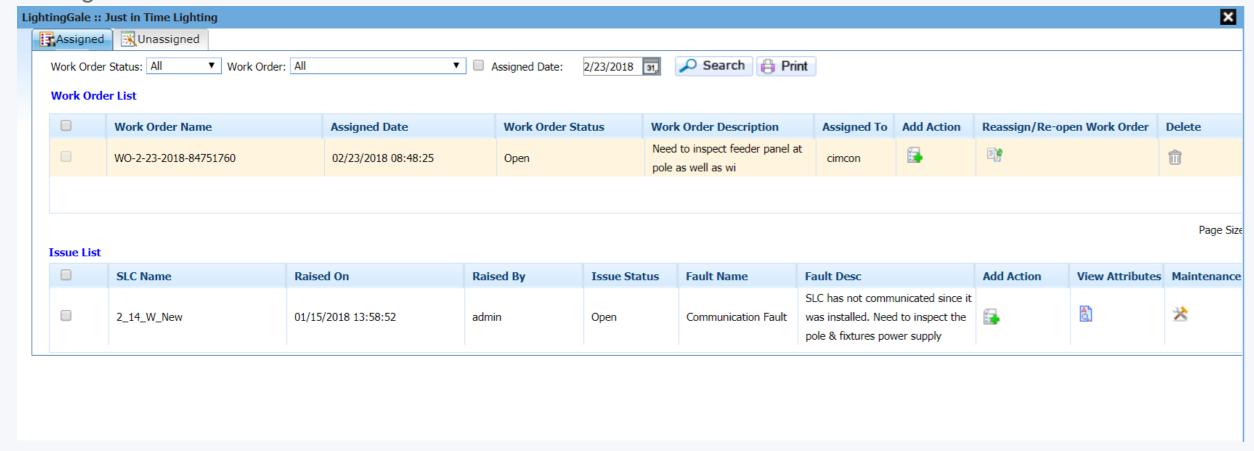
Work Order Management

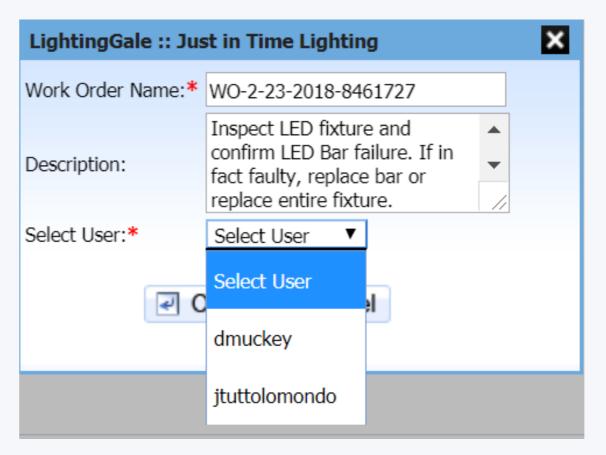
Tickets, assignments, reporting, audit logs

Reported Issue



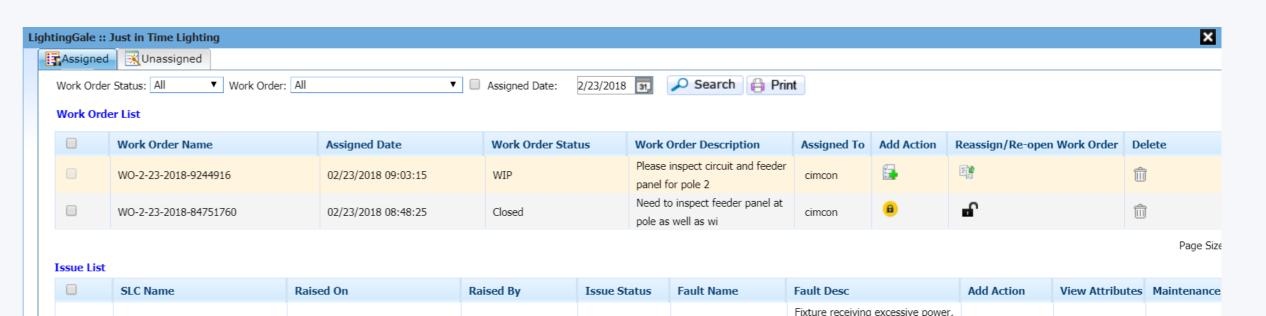
Assignment





Technician Action





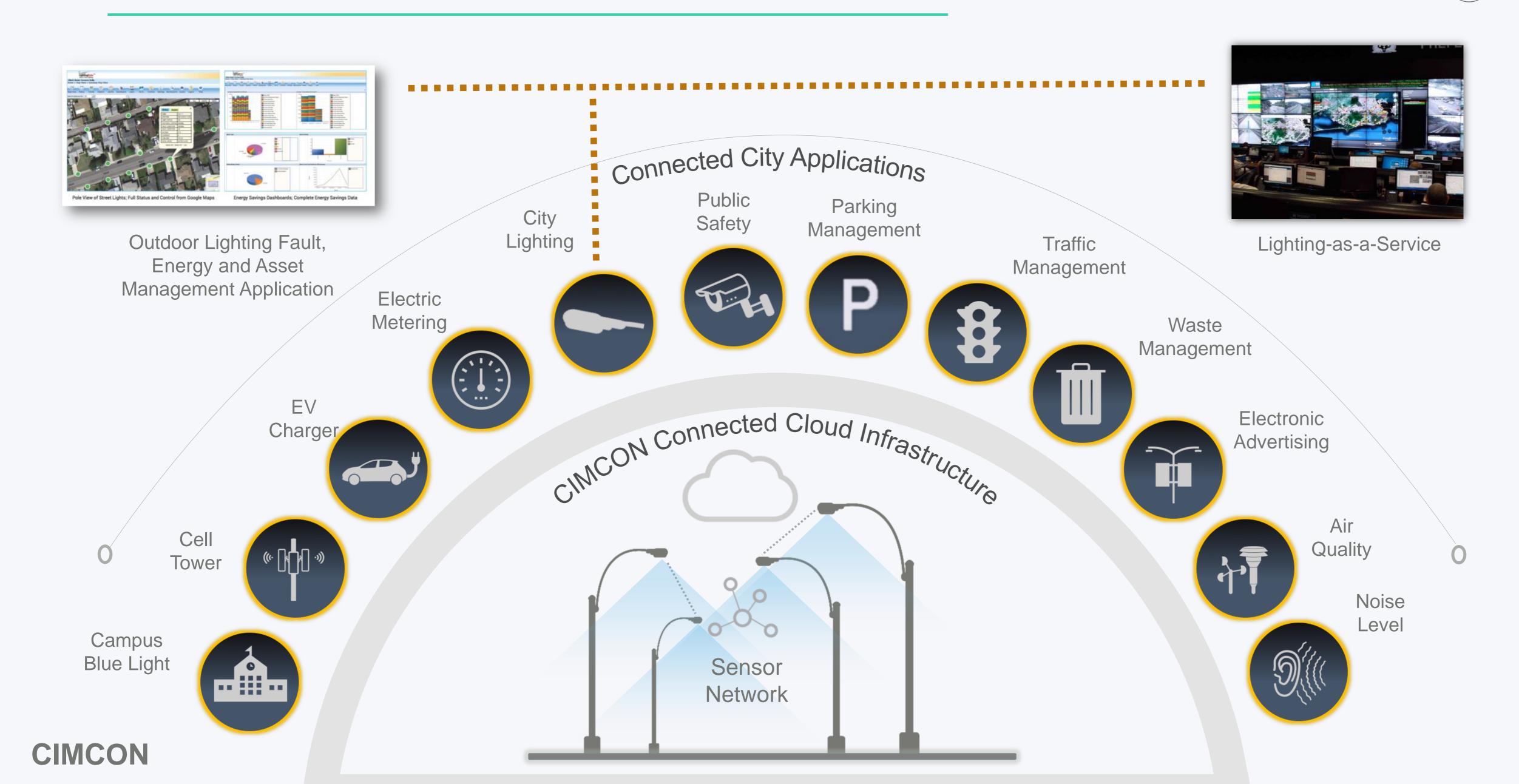
Street Lighting as a Sensor Platform

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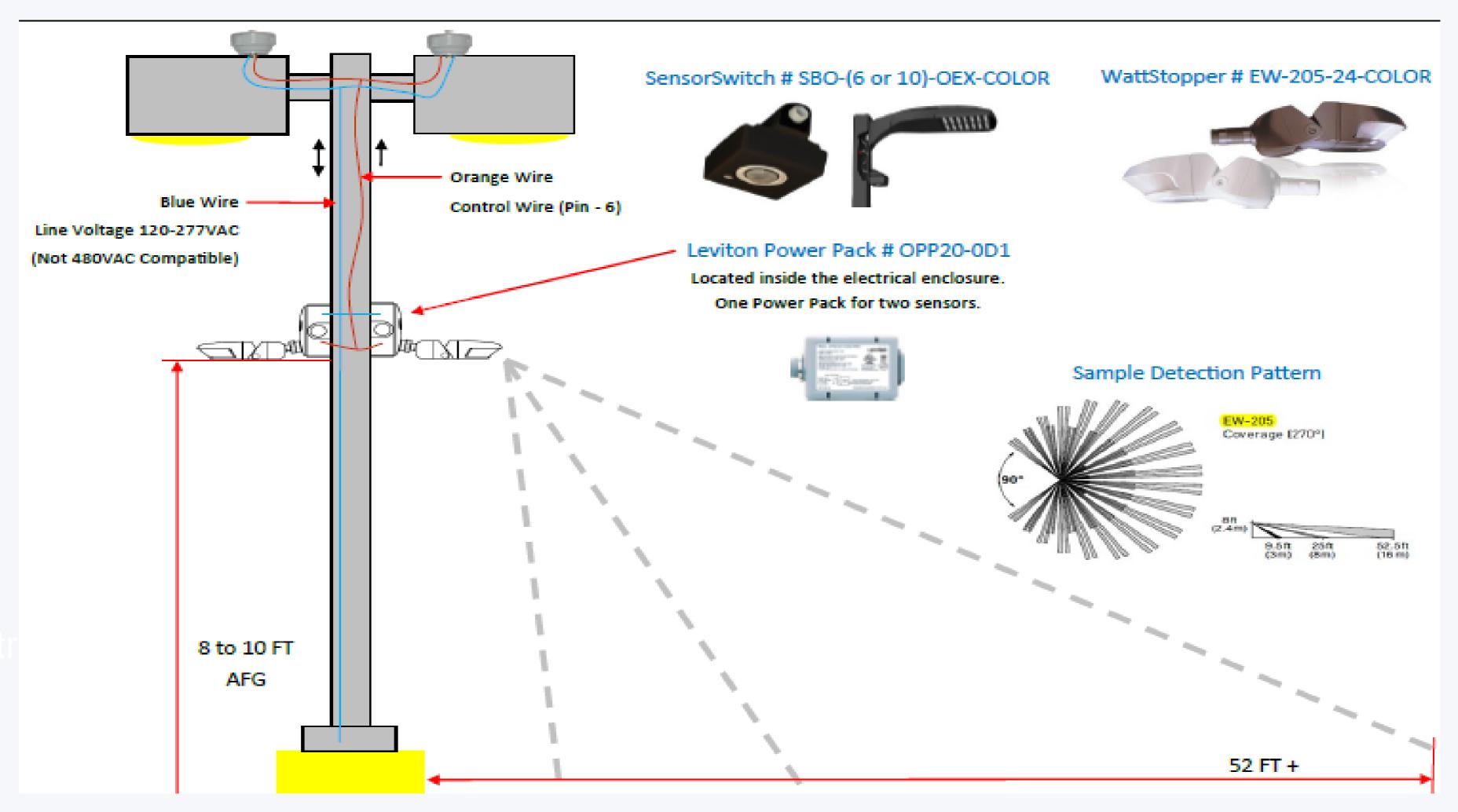




Smart Lighting – Features and Product On the Horizon



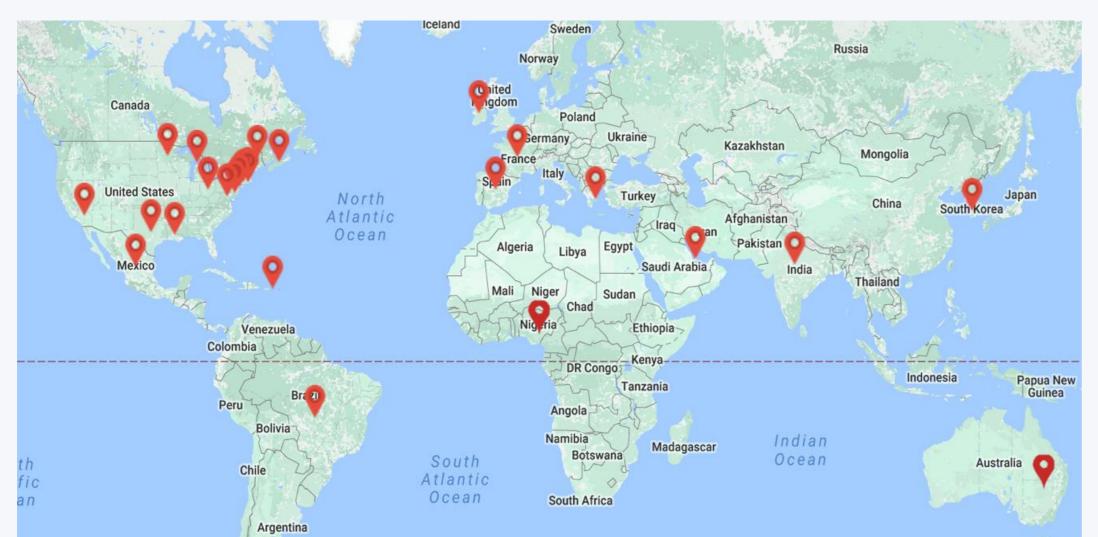
SENSOR INTEGRATION EXAMPLE - MOTION (THROUGH PINS 6 &





ConnectWorks and CIMCOM Customers

~400,000 controllers*, 50+ cities, 16 countries









Connect Ahead Pilot Program by Eaton Connectworks



Connect Ahead program

- Select ConnectWorks equipment and LED fixtures
- Enter a Connect Ahead order with promo code provided
- Install and experience the benefits of connected lighting

Connect Ahead pilot program

TRY it...before you buy it!

Test the performance of Eaton's Streetworks LED products and ConnectWorks connected lighting system powered by CIMCON before you pay for them with this 180-day pilot program.

Simple steps to Get Connected

Choose LED fixtures, equipment and services

Choose up to twelve approved fixtures, up to twelve wireless lighting controllers, one wireless gateway, and startup services. If you would like to install Streetworks fixtures for this program, specify dimming and 7-PIN photocontrol receptacle on up to 12 fixtures from the following product families, up to \$5,000. For full catalog logic, refer to product spec sheets. For 347V or 480V applications, contact your lighting representative for more details. If you want to retrofit previously installed LED fixtures with ANSI C136.41 compliant 5-PIN or 7-PIN photocontrol receptacles, no additional fixtures are required.

Streetworks LED fixtures

Roadway

- Archeon (ARCH)
- · Verdeon (VERD)
- Verdeon-M (VERD-M)
- Navion (NVN)
- OVH/OVF

Area

- Galleon (GAN / GAP)
- USSL
- Caretaker (CRTK)



ConnectWorks system

The ConnectWorks system combines the use of a wireless gateway, wireless lighting controllers, and software services to provide a connected lighting system.

Wireless Gateway

- One per demonstration program
- Catalog: WG-U-VZ

Wireless Lighting Controller

- Up to 12 (one per LED fixture)
- Catalog: iSLC-3100-7P-U-A-G-IO-CATB-2



Software as a Service

- One per wireless lighting controller
- Catalog: SAAS-0001



Services

Startup services include: remote configuration of the nodes and cloud-hosted software, activation of cellular service for the gateway, and a 60-minute user training of system functionality.

Startup and Training

- . Catalog: FACTORY STARTUP-CW (one per demonstration program)
- Enter order with promo code

Enter order with selections made from above with your local lighting representative.

Order must be marked "Connect Ahead" with promo code "CA6"



Install the fixtures and ConnectWorks system.

Contact the Lighting Services team at LCServices@eaton.com with the subject 'Connect Ahead Configuration' to schedule a remote training session and remote configuration for controller and gateway.

Eaton will allow up to 180-days net payment terms from invoice date, or you can return the fixtures, controllers, and gateways (freight prepaid) within 180-days for a credit to the invoice.

Connected Lighting Eaton Connectworks

Thank You

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TELECELL: UNIVERSAL STREETLIGHT CONTROLLER

OVERVIEW

Telensa's telecell is the world's most deployed wireless streetlight controller, with a footprint of more than 1.5 million nodes and 7 years of continuous service. No larger than a regular photocell, telecell variants are available for every type of streetlight, including decorative fixtures.

Long range system – non-line-of-sight range up to 10 miles (16km)

Very low power consumption – up to 4x less than mesh networks

GPS plots lights in central management system and in asset management map system

Revenue grade meter system for time-of-use energy consumption



Full coverage – relay function means all lights and street furniture covered

Robust – operates normally and logs activity even when disconnected from the network

Resilient – automatically connects to best available base station, always covered by multiple base stations

NFC chip and smart device app for no-touch provisioning

















		NEMA	Conduit	2-Part	Post Top	480 V Roadway
Regulatory	Standards available	FCC/ETSI	FCC/ETSI	FCC/ETSI	FCC/ETSI	FCC
	Country approvals	Contact Telensa for detail	Contact Telensa for detail			
	Manufacturing	IS09001 and IS014001	IS09001 and IS014001	ISO9001 and ISO14001	IS09001 and IS014001	IS09001 and IS014001
Radio	Protocol	UNB	UNB	UNB	UNB	UNB
	Supported bands	International 910-920MHz	International 910-920MHz	International 910-920MHz	International 910-920MHz	International 910-920MHz
		EU 868Mhz	EU 868Mhz	EU 868Mhz	EU 868Mhz	
	Receiver sensitivity (minimum)	-124dBm	-124dBm	-124dBm	-124dBm	-124dBm
	Transmit power (Maximum ERP)	25 mW ETSI / 100mW FCC	100mW FCC			
Environmental	IP rating	IP66	IP66	IP66	IP66	IP66
	IK rating	IK07	IK06	IK05	IK07	IK07
	Temperature (°C/ °F)	-40 to +70 / -40 to +158	-40 to +70 / -40 to +158			
Power	Voltage	110V – 277V	110V – 277V	110V – 277V	110V – 277V	480V
	Consumption	0.85W	0.85W	0.85W	0.85W	
	Switching	10A	10A	10A	10A	5.5A
	Dimming (on-board)	0 – 10v or DALI	0 – 10v or DALI			
	Surge protection	320VAC 10kA device	320VAC 10kA device	320VAC 10kA device	320VAC 10kA device	550VAC 22kA device
Metering	Accuracy	Revenue grade	Revenue grade	Revenue grade	Revenue grade	Revenue grade
	Meter pulse IR LED	Available	Available	Not Available	Available	
Processing	Metrology engine	Separate 32bit Arm processor	Separate 32bit Arm proces			
	Main application engine	Separate 32bit Arm processor	Separate 32bit Arm proces			
Physical	Connections	5/7 PIN (ANSI C136.41)	5 wire (dimming)	5 wire (dimming)	5/7 PIN (ANSI C136.41)	5/7 PIN (ANSI C136.41)
		3 PIN (ANSI C136.10)	3 wire (on/off only)	3 wire (on/off only)	3 PIN (ANSI C136.10)	3 PIN (ANSI C136.10)
	Dimensions (H x D)	58.6x 86.6mm [2.31 x 3.41"]	58.6x 86.6mm [2.31 x 3.41"]	34 x 89mm [1.34 x 3.5"]	58.6x 86.6mm [2.31 x 3.41"]	113.5x 87.9mm [4.47 x 3.46"
	Antenna	Internal	Internal	External*	External*	Internal
				(purchased seperately)	(purchased seperately)	
GPS	Receiver type	167 channels	167 channels	167 channels	167 channels	167 channels
		L1,C/A code	L1,C/A code	L1,C/A code	L1,C/A code	L1,C/A code
	Update rate	40Hz	40Hz	40Hz	40Hz	40Hz
	Acquisition timing	Hot start 1 second TTFF	Hot start 1 second TTFF			
		Cold start 29 seconds TTFF	Cold start 29 seconds TTFF			
	Assisted GP	Incl. 3.5 s TTFF / 7 day	Incl. 3.5 s TTFF / 7 day	Incl. 3.5 s TTFF / 7 day	Incl. 3.5 sTTFF / 7 day	Incl. 3.5 s TTFF / 7 day
	Multipath	Supported	Supported	Supported	Supported	Supported
NFC	Read range	15mm	15mm	15mm	15mm	15mm
	Frequency	13.56Mhz	13.56Mhz	13.56Mhz	13.56Mh	13.56Mhz

*External antenna options



Disclaimer: This information is believed to be correct at the date of issue and is subject to change at any time.

HQ AND EMEA REGION

Telensa Limited, Iconix 3, London Road, Pampisford, Cambridge, CB22 3EG, UK Sales & General +44 (0)1799 588800 Support +44 (0)1799 399200 support@telensa.com

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Telensa Inc., 1200 Abernathy Road, Building 600, 17th Floor Atlanta, GA, 30328, USA Sales +1 770 551 8156 Support +1 855 399 7900

ASIA PACIFIC REGION

Telensa Systems Pty Ltd., Level 17, 383 Kent Street, Sydney, NSW 2000, Australia Sales +61 451 336 135 Support support@telensa.com

Telensa

ULTRA NARROW BAND (UNB) SMART CITY NETWORK

BASE STATION

Telensa Ultra-Narrow Band (UNB) base stations provide dedicated wireless connectivity for controlling large populations of things across cities and wider areas. Deployed in a matter of days, the network is designed to run for decades at minimal operational cost.

Long range system – up to 10 miles(16 km) range (non-line-of-sight)

High device capacity – each base station can connect up to 5,000 devices

No cell site costs – simple light pole installation can cover a city in a few days

Full coverage – coverage with large overlaps and relay mode means complete coverage

Robust backhaul – multiple cellular and Ethernet modules

Resilient coverage – devices are covered by multiple base stations

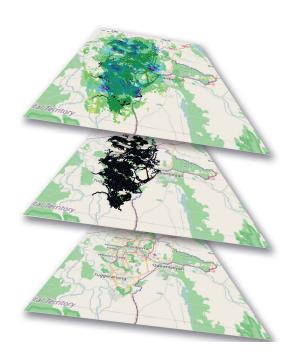
Flexible coverage – owner retains control

Low data costs - a fraction of cellular or mesh

Simple deployment – up to 20x fewer UNB base stations required than mesh system gateways

Long life – Industrial, Scientific and Medical (ISM) radio bands have proven longevity

Modular hardware – can be upgraded during product life





PLANNING SYSTEM

Telensa's sophisticated planning system designs the network before the first truck rolls, allowing customers to see coverage before rollout and making the deployment simple and rapid for installation teams. Extending coverage or capacity is a simple re-plan function.

- The system combines detailed map topography with streetlight asset data
- If no accurate asset data is available, the system can synthesize lights on the map
- Planning system identifies optimal light poles for installing base stations, enabling the city to choose the precise deployment locations
- The coverage map enables the city to decide the right balance between cost and coverage
- Relay mode provides service into areas without base station coverage









Base station

Supported bands	Regulatory	Standards available	FCC/ETSI/international ISM standards		
Supported bands	_	Country approvals	Contact Telensa for detail		
EU: 868-869.65MHz	Radio	Protocol	UNB		
Receiver sensitivity (minimum) -135dBm	_	Supported bands	US: 910-920MHz		
Transmit power (maximum ERP) US: 2W ERP, EU:500mW EIRP			EU: 868-869.65MHz		
Rating	_	Receiver sensitivity (minimum)	-135dBm		
Fit for purpose testing (°C /°F)	_	Transmit power (maximum ERP)	US: 2W ERP, EU:500mW EIRP		
Temperature (°C /°F)	Environmental	Rating	IP66		
Power	_	Fit for purpose testing (°C /°F)	-25 to +60 / -13 to +140		
Surge protection	_	Temperature (°C /°F)	-20 to +60 / -4 to +140		
Consumption 20W Surge protection 20kA max (US) 6kA max (EU) Capacity Max number of 5000 supported telecells Core Processing Dual - low power high speed Physical Connections Ethernet, power in Dimensions (WxDxH) 112 x 65 x 137mm / 4.4 x 2.6 x 5.4" UNB antenna Length 1280mm / 50.4" Glass fibre shroud Weight 8.2kg/18lb Mounting Direct pole mount or sign strapping options GPS Receiver type Garmin 12 parallel channel (12 satellites) Update rate 5 records per scond Acquisition timing Warm 15 seconds Cold 45 seconds - SkySearch 5 minutes Reaquisition timing Less than 2 seconds Accuracy 3 metres 95% typical Sensitivity -165dBW Connectivity Backhaul 2x4G/3G + Ethernet Frequency ETSI/FCC Environmental protection Marine resistance Salt fog EN60950-22 Wind loading Tested up to 150mph Time monitoring GPS (primary)	Power	Voltage	110V – 277V nominal 50/60Hz		
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Dimensions (WxDxH)	Core	Processing	Dual - low power high speed		
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Mounting Direct pole mount or sign strapping options Receiver type Garmin 12 parallel channel (12 satellites) Update rate 5 records per scond Acquisition timing Warm 15 seconds Cold 45 seconds - SkySearch 5 minutes Reaquisition timing Less than 2 seconds Accuracy <3 metres 95% typical Sensitivity -165dBW Connectivity Backhaul 2x4G/3G+Ethernet Frequency ETSI/FCC Environmental protection Solar shield Sides and top integral, front as option Marine resistance Salt fog EN60950-22 Wind loading Tested up to 150mph Time monitoring GPS (primary)	_	Weight	8.2kg/18lb		
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 $\hbox{\it Disclaimer: This information is believed to be correct at the date of issue and is subject to change at any time. } \\$

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Telensa

PLANet® CMS APPLICATION FOR SMART STREET LIGHTING

Telensa PLANet is the only Central Management System (CMS) for outdoor lighting with multiple large deployments, each controlling hundreds of thousands of lights. PLANet combines the sophistication, scale and flexibility to manage city, region or utility lighting populations.

ADVANCED MAPPING

INTERFACE unique ability to view large deployments on one screen. Includes geo-fencing, colour-coding, filtering and tagging functions.

Google Maps enterprise mapping system with satellite and streetview.

SOPHISTICATED DIMMING AND SWITCHING programs for any combination of lights or

Timed – at x-minute intervals

groups of lights:

Sensor – algorithm-moderated sensor dimming e.g. from traffic sensors

System – algorithm-moderated dimming using data from other systems.

Telensa PLANet® Augustion 280 Internal 280

FLEXIBLE HOSTING OPTIONS

Customer, Telensa, or 3rd party.

INTEGRATION with leading Asset Management Systems (AMS) for automation of fault reporting and work orders. Including:

- Pitney Bowes Confirm
- Yotta Mayrise
- Symology.

ENERGY MANAGEMENT

Revenue grade energy consumption analysis and energy billing system integration.

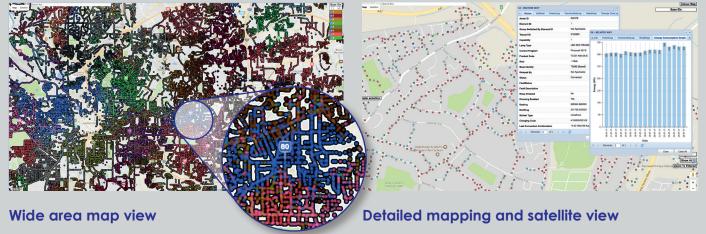
SOPHISTICATED FAULT

DIAGNOSIS using advanced modelling techniques. Saves money by improving first-time-fix rate.

MULTI-DISTRICT OPERATION

A single area system can be shared and operated by different district municipalities.

WEB INTERFACE for remote access with multiple devices.



- 100,000+ lights displayed on a single screen
- Colour coding, for example by base stations
- Sophisticated status reporting and programming
- Revenue-grade energy reporting

Switching methods:

- by time e.g. 5pm
- by solar calendar e.g. 10 mins after sunrise
- by light level e.g. 10 Lux
- any combination of these

Standard control programs:

- photocell
- part night on/off
- part night dim
- fixed times

Constant light output

- lumen depreciation
- maintanace factor

Custom control programs:

• up to 10 switching steps

Days of week control:

• e.g. different switching at weekends

Calendar control:

- special events
- seasonal adjustments

Dimming control:

- dim to any level 0-100%
- scheduled dimming
- sensor-based dimming
- 3rd party system-based dimming

Trimming:

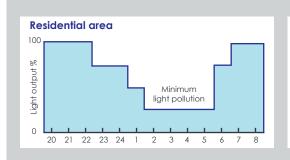
optimised/auto trim burning hours

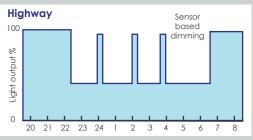
Override:

- quick switching changes across groups/whole population
- in response to sensor or system inputs
- respond to incidents
- special events
- use for maintenance

Load reduction

enables demand-side balancing





STREETLIGHT MONITORING AND FAULT DETECTION

PLANet takes regular and detailed measurements from every light, and displays this information in an intuitive map-based interface. Threshold parameters can be set to trigger alerts, and lighting managers can interrogate individual

lights at any time.

Lamp condition:

- failure
- cycling
- day burning

Telecell unit:

 missing data (from loss of supply or communications)

Times:

- switching times
- burn hours
- event log

Energy:

- active energy
- cumulative energy

Electrical:

- instant power
- instant current
- instant power factor
- average power
- average current
- average power factor

Mains supply:

- instant voltageaverage voltage
- low voltage
- power cycles

Advanced anomaly detection:

- abnormal energy loads
- fault trends

STREETLIGHT MAINTENANCE

PLANet eliminates the need for regular night inspections because lights report their own faults. Diagnostic information improves first time fix rates and Asset Management System (AMS) integration streamlines inventory and work order generation.

Reducing night maintenance inspections:

- avoids patrolling in dangerous areas
- inspections can be less frequent and carried out during the day

Fault diagnosis:

- lamps: failure, cycling, day burning
- ballasts: power factor
- mains supply: power cuts, over voltage
- lost connection: internal wiring, column down

Reducing repair times:

- avoids time wasted between night inspections
- understanding lamp failures enables repair to be scheduled more quickly

Improving inventory:

 monitoring reveals potential discrepancies in inventory

Extending range of information available:

- · mains supply profile
- maintenance operatives' performance

Bulk lamp change policies:

 prompt lamp failure detection means bulk change period can be extended, while maintaining overall outages levels within targets

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